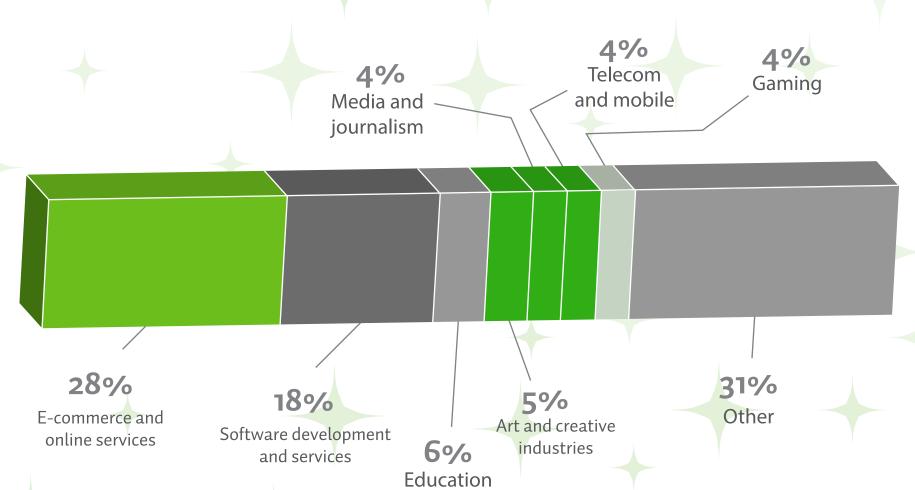
# The Funding Landscape for MENA's Startups

## Investment activity is increasing



2.5X increase in funding sources since 2008 50 20 2008 2013

## Who is receiving funding?



## Funded companies are having an impact and want to expand



#### Investment gaps

68% of companies did not receive follow-on funding

% companies receiving follow-on funding







Lebanon (23%)



Egypt (22%)



12% received loans



**Between 2009 and 2012** Most investments were < USD 500,000

and 76% received < USD 200,000

76% of investments in Jordan, Egypt and Lebanon are <= USD 200,000

#### Needs beyond capital

#### Funders:



29% say entrepreneurs cannot pitch ideas effectively



56% say entrepreneurs lack strategic planning skills

#### **Entrepreneurs:**



30% say investors do not provide enough value beyond cash



**70%** say finding the right talent is a challenge to scaling teams



20% say investors think our business models are risky